

July 17, 2002



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OFFICE OF THE  
EXECUTIVE SECRETARY

Ms. Sara Kyle, Chairman  
Tennessee Regulatory Authority  
460 James Robertson Parkway  
Nashville, Tennessee 37243-0505


Dear Ms. Kyle,

This letter is in support of BellSouth's long distance petition. As the executive director of the Sevier County Economic Development Council, I have worked closely with BellSouth over the years and they have always been supportive of our communication infrastructure needs.

Their request to provide long distance service should be seen as good for the consumer in the form of lower rates from all competing companies. We believe BellSouth deserves the opportunity to compete in the long distance market.

I am pleased to submit this letter in support of BellSouth and I am available to answer any questions you may have.

Sincerely,

  
Allen Newton  
Executive Director

c: Mr. Dennis Wagner, Regional Director, BellSouth

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TN PUBLIC SERVICE COMM.

◆  
*The*

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*Auditorium*

*Street*

*P. O. Box 1904*

*Jackson,*

*Tennessee*

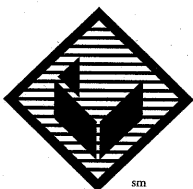
38302-1904

*Phone*

731-423-2200

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731-424-4860



Accredited by

The United States Chamber of Commerce

Ms. Sara Kyle, Chairman  
Tennessee Regulatory Authority  
460 James Robertson Parkway  
Nashville, TN 37243-0505

Dear Sara:

During the week of August 5, 2002, the Tennessee Regulatory Authority will be staging hearings on whether or not Tennessee will allow BellSouth to enter into the long distance market. It is my understanding, that both Georgia and Louisiana have approved their applications and that Tennessee consumers could benefit from such approval.

Over the many years, BellSouth has been one of the lead agencies in economic development, as well as being a great corporate citizen. Chambers of Commerce across our State have benefited greatly from BellSouth's leadership and support.

As a personal consumer, one of the factors in choosing a product or service is pricing, which is driven by competition. Competition drives our economy and creates the marketplace. It is my understanding, that currently BellSouth's competitors can compete in the local markets, but that they are not allowed to compete in the long distance market. To me, that seems unfair.

Thank you in advance for your consideration and I urge you to give BellSouth an opportunity to compete fairly in the telecommunications arena.

Sincerely,

  
Paul Latture, III  
President/CEO

PL/jh

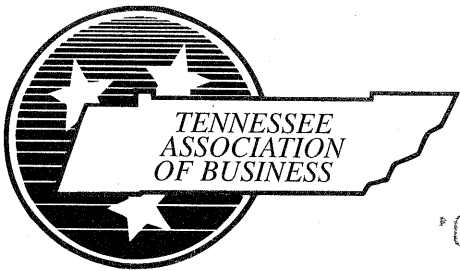
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e-mail: [chamber@jacksontn.com](mailto:chamber@jacksontn.com)

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SARA KYLE, COMMISSIONER  
TN PUBLIC SERVICE COMM.

July 18, 2002

Ms. Sara Kyle  
Director  
Tennessee Regulatory Authority  
460 James Robertson Parkway  
Nashville, Tennessee 37243-0505

Dear Sara:

On behalf of the members of the Tennessee Association of Business, I would urge you to take swift and appropriate action at the August 5<sup>th</sup> meeting and approve Bellsouth's ability to offer long distance service to its customers and our members.

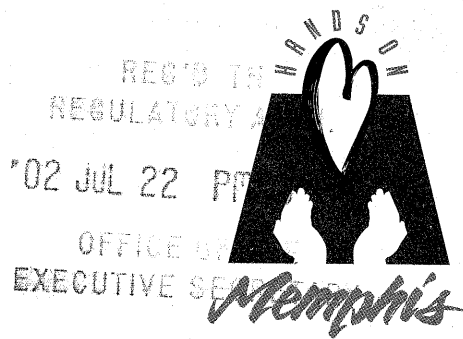
TAB members would benefit from having full competition for their local and long distance services. That competitive environment exists for every company offering these services in Tennessee except Bellsouth. The competitive market for telecommunications services is a reality in our state, and many of our members have chosen to stay with Bellsouth. It is only fair that, as with the other companies, our members are able to conveniently and cost effectively purchase all their telecommunications services from the same source.

TAB members and the general public will also benefit from savings on their long distance bills from a source that they trust. The savings should be substantial, and the competitive environment will be truly effective.

Please don't delay this opportunity for savings and better service. And thank you for your service on the TRA.

Sincerely,

*Dave Goetz*  
Dave Goetz  
President



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SARA KYLE, COMMISSIONER  
TN PUBLIC SERVICE COMM.

16 July 2002

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*executive director*

Ms. Sara Kyle  
Chair  
Tennessee Regulatory Authority  
460 James Robertson Pkwy  
Nashville, TN 37243-0505

Dear Ms. Kyle,

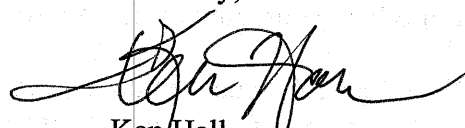
On the even of scheduled hearings, I am writing to urge you to favor the application of BellSouth to enter the long distance market.

BellSouth has a long history of proactive community support. From chambers of commerce to non-profits organizations across its service area, BellSouth has become deeply involved in communities as a corporate entity and has also encouraged it employees to volunteer on an individual basis. BellSouth becomes part of the communities it serves, not a "here today, gone tomorrow" flash in the pan.

My point is that BellSouth is the kind of company that neighbors trust and with which we would like to do business. There are too many disembodied voices from parts unknown trying to sell goods & services working on price point alone, with no tradition of (nor real hope of) service to back up the pitch.

There is no doubt that BellSouth has the capacity and the technology to do a fine job in this sector. In all fairness to both potential customers and to BellSouth, granting the right to enter the long distance market to this exemplary corporate citizen is the right thing to do.

Cordially,



Ken Hall



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OFFICE OF THE  
EXECUTIVE SECRETARY

**JERRY L. MANSFIELD**

County Executive - Lincoln County, Tennessee  
112 Main Avenue South, Room 101  
Fayetteville, Tennessee 37334  
931-433-3045 • email: countyexec@vallnet.com

July 16, 2002

Ms. Sara Kyle, Chairman  
Tennessee Regulatory Authority  
460 James Robertson Parkway  
Nashville, TN 37243-0505

Dear Ms. Kyle:

I am writing this letter to encourage you to grant approval for BellSouth to enter the Long Distance business in Tennessee.

Recent experience has proven that consumers will benefit when the incumbent local telephone company is finally allowed to offer long distance services. The FCC has noted, "States with long distance approval show (the) greatest competitive activity." Fourteen states currently have long distance approval.

Just look at what's happened in New York where Verizon now offers long distance in competition with AT&T, MCI, Sprint and other smaller companies. The Telecommunications Research and Action Center, a research organization not affiliated with any telecom company, estimates annual savings for New Yorkers at \$700 million since Verizon entered the long distance business in that state.

For Tennessee, Stephen B. Pociask, a noted economist and telecom industry analyst, estimates Tennesseans will see up to \$493 million a year in savings when BellSouth is allowed to sell long distance.

BellSouth entry into long distance will bring real competition to an industry dominated by only three companies.

Sincerely,

Jerry L. Mansfield  
County Executive

JLM/db

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TN PUBLIC SERVICE COMM.